

IN THE BUSINESS OF GROWING YOUR BUSINESS



C O N N E C T I C U T



Department of Economic and Community Development

In today's wireless world, you can locate your business anywhere you choose. But, once you learn the facts, you'll know why **CONNECTICUT IS RIGHT FOR YOUR BUSINESS.** Why?

- Connecticut offers the workforce, the resources and the attitude today's companies need to succeed in the global market.
- Our team of business development experts is committed to doing whatever it takes to make your move to or within Connecticut easy, fast and profitable.
- You know a good opportunity when you see it. Whether you're already here in Connecticut or considering a move here, you owe it to yourself to take a fresh look.

GET THE FACTS. MAKE THE CHOICE. GROW YOUR BUSINESS.

**COMPETE, GROW, PROSPER
— IN CONNECTICUT.**

Are you taking advantage of all the benefits Connecticut has to offer your business? Here are just a few:

FINANCING

- Gap financing to make your project work
- Risk capital for technology companies
- Loan guarantees for projects needing collateral enhancement
- Training grants to upgrade workforce skills

INCENTIVES

- Sales tax exemptions
- Corporation business tax credits
- Real and personal property tax abatements
- Enterprise Zone incentives

BUSINESS AND TECHNICAL ASSISTANCE

- Production improvement, workflow, ISO certification
- Export assistance
- Procurement to federal, state and local government
- Financial counseling and linking resources to customer needs
- Lean and supply chain management



Visit www.YouBelongInCT.com
keywords: Business & Technical Assistance, Real Estate,
CT Rankings, Living, Working and Playing in CT



TELL US WHAT YOU NEED. WE'LL HELP YOU GET IT!

Access to capital. Tax incentives. Help with everything from training your people to finding new customers a world away. Your business can get all this and more through Connecticut's Department of Economic and Community Development (DECD). DECD also works in conjunction with Connecticut Development Authority and Connecticut Innovations – together representing Connecticut's Business Development Team. Our team has a million and one ways to **HELP YOUR COMPANY COMPETE**, grow and prosper. And the best part is, you don't have to know the ins and outs of state programs to take advantage of them. All you have to do is talk with a DECD representative. He or she will learn about your company, your goals and your unique needs, then tailor the right business assistance package for you. Make sure your company's enjoying all the benefits of doing business in Connecticut. Invite a DECD agent to visit you.



Visit www.decd.org
Connecticut Department of Economic
and Community Development

Visit www.ctcda.com
Connecticut Development Authority

Visit www.ctinnovations.com
Connecticut Innovations

Visit www.YouBelongInCT.com
Keywords: State Business Assistance
Programs and Services



TAP INTO RESOURCES FOR BETTER BUSINESS PERFORMANCE.

DECD has what it takes to **HELP YOUR BUSINESS EXCEL**. We'll tell you how to get key business information quickly and easily from Connecticut's Business Response Center, a one-stop information gateway. Want to handle licensing, permitting and registration in a flash? Let us link you with Smart Start and the Connecticut Licensing Info Center, where the service is great, and there's zero red tape. Need technical assistance to adopt lean processes, prepare for ISO registration or benchmark your business performance? We'll introduce you to the talented people at CONNSTEP, a field-based group of production engineers. And, for help obtaining federal, state and local government contracts, count on our Procurement Technical Assistance Program. Connecticut has so many **RESOURCES FOR BUSINESS** — at state agencies, colleges and universities, trade associations and more — and we can connect you with them all. Find the resources you need to succeed — with help from the specialists at DECD.

GET FINANCING — AND GET GROWING.

We can help you obtain the financing that's the lifeblood of any business. Expanding? Financing is available for equipment and real estate. We may be able to arrange a direct loan in concert with a private lender or provide a loan guarantee that helps you meet a commercial lender's guidelines. If you're a high-tech company in the early stages of growth, you may **QUALIFY FOR RISK-CAPITAL INVESTMENT** through the state's high-tech investment arm. There's also special funding available for university/industry applied-research projects, clean-energy initiatives, beta testing of new technology and redevelopment of Brownfields sites. We'll help you find the dollars you need to do more with your business.

CUT BUSINESS COSTS.

Your bottom line is our top priority. We'll help you take advantage of tax credits and exemptions on corporate, property and sales taxes. You can **EARN TAX CREDITS** for investing in everything from machinery and equipment and research and development to hardware and software. Get sales tax exemptions for things like employee safety apparel, energy used in manufacturing, and computer and data processing services. And talk to us about exceptional tax breaks for companies that locate or expand in targeted communities, Enterprise Zones and Enterprise Corridors. Energy costs out of control? We'll tell you about **ENERGY CONSERVATION PROGRAMS** that can save you a bundle. Profit from cost-cutting advice from DECD.

COMPETE IN THE GLOBAL ECONOMY — WITH INDUSTRY CLUSTERS.

Connecticut's Competitiveness Strategy gives businesses a voice in **CREATING AN ENVIRONMENT FOR SUCCESS**. When companies come together to form a cluster, they become more productive, more innovative and more competitive than ever before. At DECD, we provide funding for and work with industry clusters to identify what they need to **COMPETE IN THE GLOBAL ECONOMY**, addressing such cross-cutting issues as workforce, transportation and the state's regulatory environment. Examples of the demand-driven initiative include lean manufacturing and precision machining training programs involving the aerospace components industry, as well as the establishment of two offices within DECD: the Office of BioScience and the Office of Insurance and Financial Services. In Connecticut, we don't just discuss the issues, we take action. Your DECD representative can explain how you can use the power of clusters to help your business compete and thrive. When business talks, Connecticut listens.

WHAT'S A CLUSTER?

It's a concentration of companies and industries interconnected by the markets they serve and the products they make, as well as the suppliers, trade associations and educational institutions associated with them. When these companies form a cluster organization and work closely with government, education, labor and other sectors, the result is a strong, globally competitive regional economy.



Visit www.decd.org

Keywords: Creative Financing, Brownfields Redevelopment, Investment Incentives

Visit www.YouBelongInCT.com

Keywords: Tax Credits, Energy Savings Assistance

Keywords: Industry Clusters, Public-private Partnerships, Private-sector-driven Business Climate



GET THAT WORKFORCE EDGE.

Today's competitive economy means it's more important than ever to make sure your employees' skills are the best. That takes training — and DECD can help. We can help you create industry-specific training programs and explain how the Office for Workforce Competitiveness is working to link training programs to employer demand. We can even show you how to get **TOP-QUALITY TRAINING AT LOWER COST** through Regional Workforce Investment Boards, the Community College system or by joining forces with other companies in your area. In Connecticut, training isn't just good business. It's a good deal.

EXPLORE OVERSEAS MARKETS WITH EXPERTS.

Your best potential customers and business partners may be oceans away. Reach them with help from DECD's International team. DECD and the U.S. Department of Commerce Middletown Export Assistance Center have entered into a partnership agreement to assist qualified small and medium-sized Connecticut firms to **ENTER FOREIGN MARKETS**. Qualified firms can receive assistance with up to 50 percent of program/service participation fees.

DECD'S INTERNATIONAL TEAM

We'll take you where you want to go.
Contact us at 860.270.8068.



Visit www.YouBelongInCT.com

Keywords: Working and Learning in Connecticut,
Colleges and Universities, Workforce Stats,
Training Programs

Visit www.YouBelongInCT.com

Keywords: Exporting Assistance,
Near Major and International Markets



THE TOP 5 REASONS YOU BELONG IN CONNECTICUT!

REASON #1

We Have the Great Minds You Need for Growth. More than a third of our workforce holds college degrees. We rank near the top in Ph.D. scientists and engineers, and managerial, professional and technical jobs.

REASON #2

Connecticut's a Center of Technology Innovation. More than 7,300 technology companies call Connecticut home. We also rank extremely high in venture capital dollars invested per worker. As well as patents issued.

REASON #3

When Business Talks, Connecticut Listens. We've slashed our corporate tax rate by more than a third, enhanced R&D tax credits, and simplified permitting and licensing.

REASON #4

The Dollars Make Sense.Connecticut offers direct loans and loan guarantees. Equity financing for early-stage technology. Property tax abatements up to 80% in Enterprise Zones. Tax credits up to 100% for urban or former industrial sites.

REASON #5

You'll Be Well-Connected — by Land, Air, Sea and Cyberspace. Our state is ideally located between Boston and New York City, putting you within an eight-hour drive to one-third of U.S. consumers and two-thirds of Canada's. Bradley International Airport jets you to destinations worldwide. Long Island Sound ports link with rail and highways. And the FCC ranks our high-speed communications infrastructure as one of the best in the nation.



Visit www.YouBelongInCT.com

keywords: Working and Learning in CT,
Colleges and Universities, Workforce
Statistics, Training Programs

keywords: Venture Capital, Tech
Organizations, High-tech Rankings

keywords: Private-sector-driven Business
Climate, Streamlined Business Registration

keywords: Creative Financing, Tax Credits,
Energy Savings Assistance

keywords: Center of Boston-New York
Corridor, Near Major and International
Markets, High-speed Communication



INTERESTED?

All the Help You Need — Just Minutes Away!

Want to know more about the resources available to help your business grow in Connecticut? Give Connecticut's Business Development Team a call at 1.800.392.2122 or e-mail us at info@YouBelongInCT.com



State of Connecticut
Department of Economic and Community Development

www.decd.org

505 Hudson Street
Hartford, CT 06106
1.800.392.2122